

Message Text

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PAGE 01 PANAMA 04460 222141Z

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ACTION EB-11

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TO USDOC WASHDC

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UNCLAS PANAMA 4460

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: ADS REQUEST: STANRAY INTERNATIONAL CORP., CHICAGO

1. MARKET IN PANAMA FOR STANRAY AIRPORT EQUIPMENT LIMITED TO TOCUMEN AIRPORT AND NEW INTERNATIONAL AIRPORT TO BE LOCATED NEARBY. CERTAIN PHASES OF PROCUREMENT FOR LATTER ALREADY UNDER PREPARATION. FOR THESE AND OTHER REASONS EXPLAINED THEREIN WE HAVE WRITTEN LETTER TO STANRAY SUGGESTING THEY COMMUNICATE DIRECTLY WITH DIRECTORATE OF CIVIL AVIATION (DCA), ADDRESS OF WHICH BELOW:

DIRECCION DE AERONAUTICA CIVIL

ATTN: IGNG. ALFONSO REGIS

P O BOX 7501

PANAMA 5, R.P.

2. DCA OFFICER MR. ERIC ALBERTO RODRIGUEZ ANTICIPATES DIFFICULTY IN SECURING BIDS FOR MOST EQUIPMENT FOR NEW AIRPORT OWING TO SCARCITY OF QUALIFIED LOCAL BIDDERS, SO DIRECT PROCUREMENT FROM MANUFACTURERS IS BEING CONSIDERED. AT HIS REQUEST WE PASSED STANRAY BROCHURES TO DCA WHERE THEY CAN BE REVIEWED BY PARTICIPATING FIRMS AS WELL AS DCA.

3. IN VIEW OF ABOVE AND OUR OWN DIFFICULTY IN LOCATING LOCAL FIRMS AND EVALUATING THEIR CAPABILITIES TO REPRESENT STANRAY, WE CALLED ON LOCAL TRADE ASSOCIATIONS REGARDING NEED FOR AGENT AND PROSPECTS. WE DID NOT WANT TO RECOMMEND FIRMS OF UNTRIED OR UNKNOWN CAPABILITY. THESE SOURCES
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PAGE 02 PANAMA 04460 222141Z

CONFIRMED THAT MUCH OF EQUIPMENT BEST PROCURED DIRECT, BUT

SAID AN AGENT MIGHT BE NEEDED FOR SOME ITEMS. THEY ADDED THAT
DCA COULD HAVE PROSPECTIVE BIDDERS REVIEW STANRAY BROCHURES
AND ARRANGE AD HOC REPRESENTATION AS NEEDED. CHAMBER OF
COMMERCE RECOMMENDED FOLLOWING SUCH FIRM WHICH SUBSEQUENTLY
EXPRESSED INTEREST TO EMBASSY IN REPRESENTING STANRAY.

MR. PEDRO ROGNONI
CONSULTORA SAN RAFAEL, S.A.
P O BOX 1418
PANAMA 1, R.P.
SAYRE

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